

Edwards Systems Technology, Inc.

Overview





Who is EST?

- Edwards Systems Technology, (EST) is a world leader in commercial and industrial life safety solutions including fire, security, emergency evacuation, access control, and CCTV
- An Edwards company
 - Edwards was founded in 1872
 - Started by creating alarm bells and manual stations
 - Now producing the most sophisticated integrated fire, security, access control and communication systems in the industry

EDWARDS

- We're a business unit of the SPX Corporation - a multi-billion



Corporation



Edwards History

- 1872 – Originally founded by Robert Edwards
- 1929 – Edwards established operations in Canada
- 1962 – Edwards joins General Signal
- 1992 – Edwards acquires F.A.S.T. (Fire Alarm Systems Technology) of Sarasota, FL - a fire alarm technology innovator
- 1998 – General Signal acquired by SPX



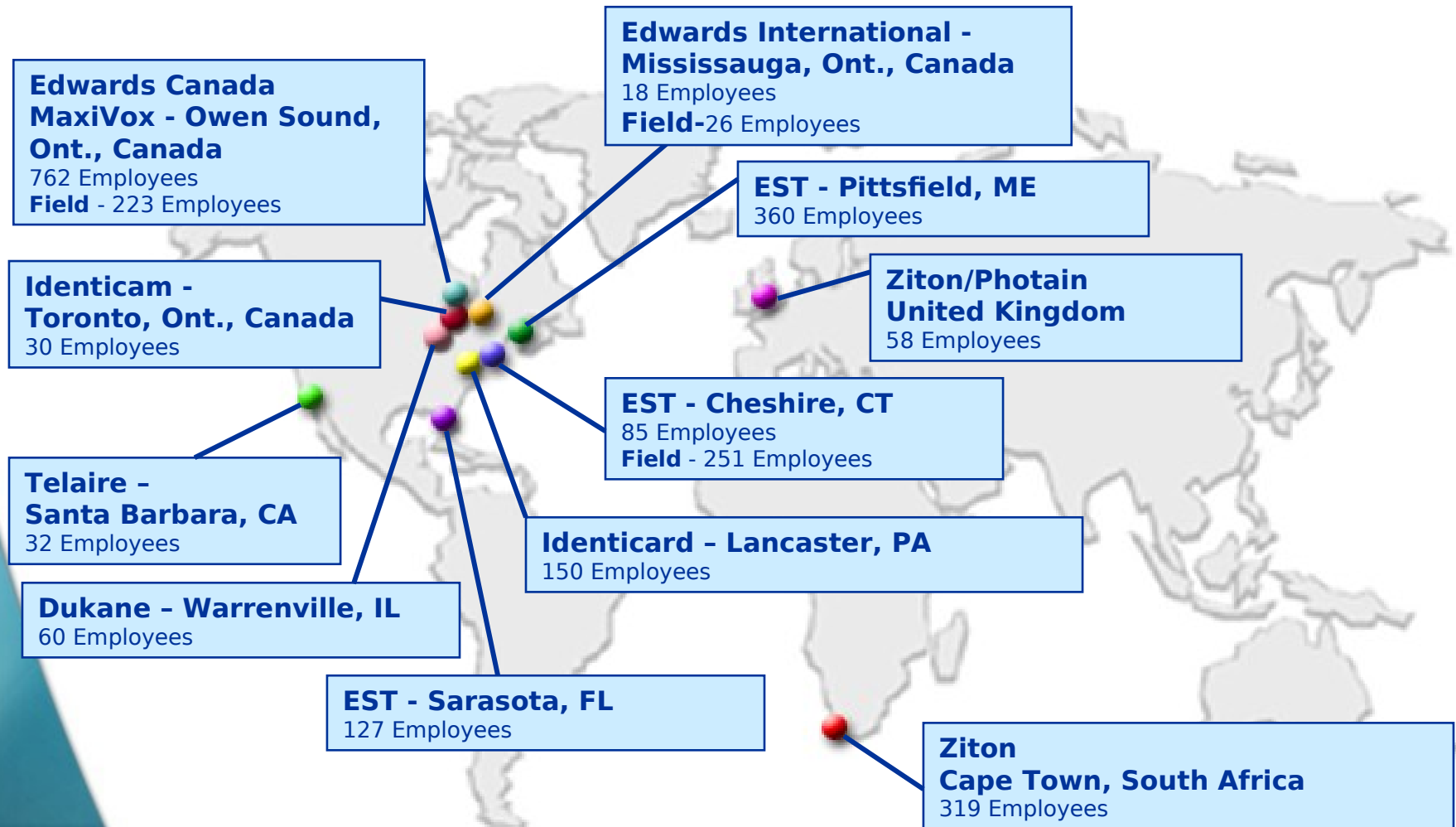


Recent Acquisitions

- 1999 – Barley Fire Protection, a leading sprinkler company in Canada
- 2000 – Telaire, a California-based manufacturer of intelligent gas sensing devices
- 2000 – Ziton, a manufacturer of fire detection and alarm systems distributed in Africa, the Middle East, Europe, the Far East, and Australia.
- 2002 – Maxivox, a leading edge communications company specializing in nurse call and school intercom products based in Quebec City, Canada
- 2002 – Dukane Communication Systems, a developer of nurse call and communications products
- 2002 – Integrated Security Solutions, (ISS) a leading developer of security systems
- 2003 – IDenticard, a manufacturer of security identification and access control products



Edwards Companies



Edwards Offices

- **Five primary offices**
 - **Cheshire, Connecticut**
 - **Sarasota, Florida**
 - **Pittsfield, Maine**
 - **Owen Sound, Ontario, Canada**
 - **Mississauga (Toronto) Canada**



Edwards Offices

- **Cheshire, Connecticut**
 - Executive Offices
 - Customer Service
- **Sarasota, Florida**
 - US Sales HQ
 - Engineering - Software and Hardware
 - Test center for industry compliance
 - Technical Support Group
 - Training Center
 - Marketing Group
 - Documentation Group





Edwards Offices

- **Pittsfield, Maine**

- **Manufacturing facility for:**
 - EST3, and EST2 control panels
 - Genesis Series horn strobes
 - Signature Series smoke detectors and modules
 - Integrity signaling appliances (horns, bells, speakers and strobes)
- **Home of the Technology Center**
 - One of the first UL certified test labs in the industry
- **Distribution Center for all products**

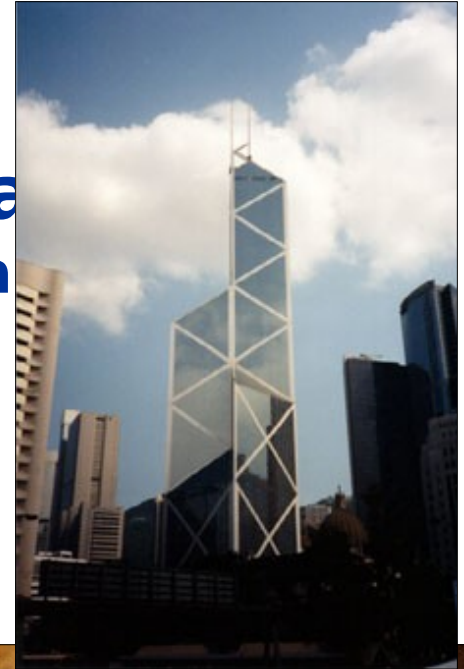
- **Owen Sound, Ontario, Canada**

- **Manufacturing facility for:**
 - All cabinets in the entire product line
 - FireShield & LSS4 control panels and components
- **Headquarters for Edwards Canada**



Edwards Offices

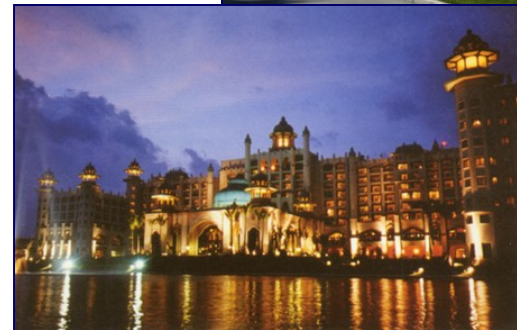
- **Mississauga, Ontario, Canada**
 - Headquarters for EST International
 - International sales office
 - International marketing office





EST Methods to Market

- **US - Distributors, OEM's, Direct Service, Electrical Wholesale, Security Dealers**
- **Canada - Direct Sales, Direct Service, Electrical Wholesale, Security Dealers**
- **International - Distributors, OEM's**



EST Distribution



- **OEMs**
 - Honeywell
 - ADT
- **Security Channels**
 - Security dealers catering to the Commercial Market





EST Distribution

EST National Accounts Program

opportunities
through relationships

- Global Corporate Relationship Development
- Representing all EST Business Units
 - EST
 - Dukane
 - Identocard
 - Edwards Signaling
 - Mirtone
- Global "Single-Point-of-Contact Representation"
- National Accounts Program Benefits
 - Consistent Product Solutions
 - Competitive Pricing Programs
 - Coordinated Delivery Processes
 - Dedicated Account Representative

Abbott
CAT
Cushman Wakefield
Duke Weeks
Federal Aviation Administration
Federal Bureau of Prisons
Fifth Third Bank
Equity Office Properties
Grubb Ellis
GSA - General Services Administration
HCA - The Healthcare Company
Intel
John Deere
Marriott
Ohio State University
Premier Healthcare
Progressive Insurance
State Farm
Target Corporation
Thomas Properties
Triad Hospitals

Product Overview

- **Fire Alarm Panels**
 - **FireShield, QuickStart, EST2, EST3**
 - **Conventional and Intelligent life safety solutions to fit any facility no matter how large or small**
 - **Stand-alone and networked**



Product Overview

- **The Signature Series**
 - **Highly intelligent fire detection and security devices consisting of:**
 - Intelligent Smoke and Heat Detectors
 - Intelligent Security and Access Control Modules
 - Intelligent Input/Output Modules
 - Advanced Tools and Accessories





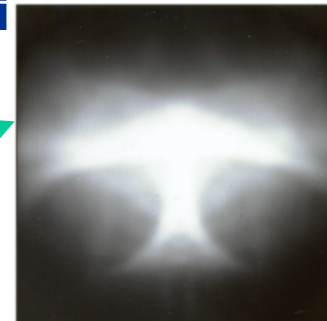
Product Overview

- **Genesis® Signals**
 - The latest revolution in life safety from EST
 - Sleek new speakers, speaker strobes, chimes, horns and horn strobes
 - Appealing to both architects and engineers
 - Utilize exclusive strobe technology
 - Most comprehensive light distribution of any strobe in the market

Genesis®
Strobe



Competitor's
Strobe





Integrated Fire and Security

- **Synergy Enabled™ Life Safety**
 - True integration of fire, security, emergency evacuation, access control and CCTV hardware and software to create one seamless system





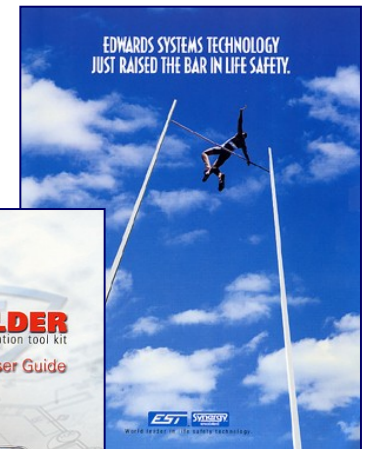
Integrated Fire and Security

- **Synergy Enabled™ Life Safety**
 - Interactive, graphical, computer-based life safety system control via **FireWorks**
 - Replaces numerous control panels by using only one unit to monitor and control all functions



Getting the word out

- EST attains high visibility within the market via aggressive marketing efforts
 - Advertisements
 - CD-ROMs
 - Web site (www.est.net)
 - Brochures
 - Tradeshow
- Distribution of both market literature and product documentation via CD-ROM





Training our customers

- **EST Institute provides the most comprehensive training in the industry**
- **Classes consist of self-study and hands-on applications**
- **Various types of web-based training applications**
- **Online enrollment via the website**



